Bottled Water is the #1 BEVERAGE in the U.S.

NEW MOMS WELCOME
Tips on Creating a Mom-Friendly Work Environment

SIPPING HIGH TEA WITH THE QUEEN
Proper Tea Etiquette

LIQUI-PEDIA
Refreshing Facts on Water, Coffee and Tea
Convenience Delivered.
Bottled water isn’t the only beverage we deliver.

Add our delicious coffee and premium water options to your order today!

OTHER AVAILABLE PRODUCTS
- Green Mountain Coffee® K-Cup® Pods
- VOSS® Water
- Starbucks® Pike Place® Roast
- .5 L Bottled Water

For more information, call 800-4-WATERS | visit water.com
Bottled Water Takes Top Spot

Sorry, all other bottled beverages. As much as we love you, water now rules.

That’s right. We’re celebrating spring with big news: Bottled water is now the most-consumed packaged beverage in the U.S., surpassing soft drinks for the first time ever.¹ This is an exciting development for our industry and for your workplace, as consumers – including our employees and yours – have named bottled water their drink of choice. As an office manager, providing your colleagues with their preferred refreshment is a wise way to keep them satisfied and hydrated at work.

Read more about water’s rise to the top in our feature story and in our interview with our own water authority, DS Services Vice President of Government Affairs and Quality Services Shayron Barnes-Selby.

Another beloved beverage – tea – is also as popular as ever. Whether your employees like their tea hot or cold, caffeinated or decaffeinated, herbal or exotic, DS Services® delivers a tea for every taste. These teas aren’t just delicious; they’re also grown, packaged and distributed with sustainability in mind. By providing teas from S&D Coffee and Tea, Bigelow® and Mars Drinks to your co-workers and guests, your company shows its support of environmental awareness.

And for your entertainment, we’ve included a few light reads. I know you’ll enjoy our etiquette tips on how to best enjoy high tea and our “Liqui-Pedia” facts and figures about our most popular offerings – water, tea and coffee.

On behalf of DS Services, I wish you a happy spring!
We appreciate your business.

Perret deLapouyade
Vice President
DS Services of America, Inc.

¹International Bottled Water Association and Beverage Marketing Corporation data, 2017
For the first time, bottled water has surpassed carbonated soft drinks and is now the most-consumed packaged beverage in the U.S.¹

Consumers choose bottled water for its great taste, convenience and healthy hydration benefits. With zero calories, no artificial ingredients and no caffeine, bottled water is endlessly versatile.

Plus, bottled water has a small environmental footprint. A life-cycle inventory study commissioned by the International Bottled Water Association showed that bottled water has the least impact on the environment compared to other packaged beverages.²
TOP!

BOTTLED WATER HAS REACHED THE DELIVERY = EASY

Having bottled water available in your workplace helps to keep your employees hydrated and happy. With delivery from DS Services®, it’s easy to stock your breakroom with bottled water. And you’ll never run out – we deliver on a schedule that’s convenient for you.

1 International Bottled Water Association and Beverage Marketing Corporation data, 2017

OUR THIRST-QUENCHING WATER IS AVAILABLE IN A VARIETY OF SIZES:

ECONOMICAL

Matched with a water dispenser, our 3- and 5-gallon bottles (11.3 L and 18.9 L) allow your employees to refill their own portable water bottles and glasses to enjoy a hot or cold beverage. These bottles are made from polycarbonate, a strong, clear, reusable and recyclable material. Our containers are cleaned, sanitized and refilled on average up to 50 times. At the end of their usable life, they are recycled, which is why they are typically not found in landfills.

COMPACT

Our 1- and 2.5-gallon bottles (4 L and 8 L) give you all the convenience of bulk water but in a compact size that’s easy to store. These bulk bottles are also 100% recyclable.

CONVENIENT

Nothing beats the convenience of single-serve bottles, available in a variety of types and brands. Choose our regional brands, or impress your guests with premium artesian waters from FIJI®, VOSS® and Mountain Valley. Or order Sparkletts® Sparkling Water beverages to add a little fizz to your breakroom. Efficient and lightweight, grab-and-go single-serve bottles keep your employees and guests hydrated all day. All single-serve plastic bottled water containers are recyclable.

DELIVERY = EASY

Having bottled water available in your workplace helps to keep your employees hydrated and happy. With delivery from DS Services®, it’s easy to stock your breakroom with bottled water. And you’ll never run out – we deliver on a schedule that’s convenient for you.

FIJI® Water and VOSS® Water are registered trademarks of third parties.
And don’t forget our water filtration services, which connect a water filtration system – either activated carbon or reverse osmosis – to your existing water supply to reduce potential harmful impurities and other contaminants that may be found in tap water.³

Impress Your Guests with

Invigorating INFUSED WATER

When customers or guests come to your workplace, make them feel welcome with an attractive, ultra-refreshing drink – infused water.

Infused water is water with fruit, vegetables, herbs or spices added for extra flavor. Delicious – and pretty! – infused water is easy to make using a variety of still and sparkling bottled water beverage options from DS Services®.

A glass jar, pitcher or dispenser is the ideal container to brighten your lobby or conference room. Add your combination of fresh ingredients to your choice of bottled water and let the infusion steep for an hour or two at room temperature, or in the fridge for three to four hours.

Serve it to your guests in a clear cup or glass so they can fully enjoy the infusion. Drink it the same day for optimal freshness.

The flavor combinations are endless. HERE ARE A COUPLE TO TRY:

**Citrus Spritz**
Orange + Lemon + Lime Slices in Sparkletts® Sparkling Water Beverages

*Hint:* Try Sparkletts® Lemon Sparkling Water beverage for a zippy flavor boost. Remove the citrus rinds before infusion to ensure sweetness.

**Arctic Herb Infusion**
Rosemary + Basil + Mint in Voss® Artesian Water

*Hint:* A mix of herbs invigorates VOSS® pure artesian water from Norway. Strain the infusion before serving.
B&B: Tell us about your role at the International Bottled Water Association (IBWA).

SB-S: As only the second woman to hold the role as Chair of the Board of Directors in the history of IBWA, my role throughout my involvement in this trade association has been to promote the safety and quality of bottled water. I’ve spent countless hours through my years as a bottler member of IBWA meeting with our elected officials at the state and federal level to educate them about the benefits of bottled water and inform them about the myriad of quality and safety requirements bottler members must follow.

B&B: What are IBWA’s most important priorities for 2018?

SB-S: To continue to spread the good news about our industry and to build and maintain relationships with our elected officials at the state and federal level to educate them about the benefits of bottled water and inform them about the myriad of quality and safety requirements bottler members must follow.

B&B: What does environmental sustainability mean for the bottled water industry?

SB-S: For me, it means implementing environmentally savvy business decisions and purchasing practices that benefit the environment by reducing waste, increasing re-use of materials and decreasing the environmental footprint of our business practices, and by actively communicating and fostering eco-friendly habits within the communities where we do business.
B&B: How does IBWA support sustainability efforts such as recycling?

SB-S: Bottled water containers are 100% recyclable, and IBWA encourages all consumers to recycle all plastic containers through the system their local municipality has in place. The bottled water industry is considered one of the original recyclers. Most large plastic bottles found on home and office bottled water coolers can be sanitized and re-used several times before they are removed from the marketplace and recycled.

B&B: Why do you think bottled water has become the #1 beverage in America? Do you think it will stay in the #1 beverage spot?

SB-S: We are so lucky to work in an industry that can tout the production and distribution of the number one beverage consumed in the U.S. Consumers are very health-conscious these days, and bottled water is sugar-free, calorie-free. The bottled water industry has done an excellent job of promoting the healthy hydration benefits of bottled water, and this has resonated with consumers.

B&B: What is the most important aspect of home and office bottled water delivery?

SB-S: Innovative technology and improved packaging are great, but ultimately when it comes to our home and office bottled water delivery customers, the order of the day is simply CUSTOMER SERVICE. Delivery of the requested product(s) and equipment, when promised, is important to our home and office delivery customers. Being in the service delivery business is not easy on any given day, but we must continue to explore processes and policies that will ensure our customers are always satisfied with our delivery service. The fact that some of our legacy brands in the bottled water industry have been delivering to homes and offices for more than one hundred years is a testament to our commitment to get it right and make our customers happy.

B&B: What advice would you give an office manager about setting up a breakroom or hydration stations throughout the office?

SB-S: Know what your employees enjoy as their beverages of choice. Some may like coffee, while others may want tea. Ultimately, every breakroom should have great-tasting bottled water, in my opinion.
Tips on Creating a Mom-Friendly Work Environment.

Creating a mom-friendly workplace isn’t just a great way to boost employee morale, it’s also a way to support some of your most valuable employees. According to the 2015 Modern Family Index, new parents are excellent at multi-tasking and stronger than colleagues in time management, handling finances and navigating crises.¹

And the good news? 96% of expectant moms said they don’t just plan to return to work after having a baby, they are also eager to do so.²
But achieving an ideal work-life balance takes some effort. Whether it’s a new mom or dad, employers play a significant role. Here are some things you can do to help the transition.

**Be flexible.** Every situation is unique, whether it’s a newborn baby or a couple that’s adopted an older child, being willing and able to adjust policies – from length of leave to changes in work schedules – based on individual needs will go a long way to helping new moms feel appreciated.

**Put a back-up plan in place.** Create a partnership with a local agency to provide a qualified and vetted nanny that will go to your employee’s home when regular childcare falls through.

**Keep her glass half full.** Offering a constant water source at the office encourages proper hydration, which is critical to breast-feeding moms. Tea and coffee options can deliver an appreciated pick-me-up throughout the day.

**Offer time-saving tips.** Providing a day-care checklist can reduce morning stress. Include things such as a change of clothing, an extra blanket, a favorite lovey, formula, expressed breast milk or baby food. And purified, steam-distilled water, such as Nursery® water, can be sent to mix with formula and cereal, and can be offered to children older than six months.2

With just a few simple enhancements, you can boost employee fulfillment and enjoy higher retention rates.

1 “Modern Family Index 2016 – Labor Pains: What Employees Expect When They’re Expecting,” Bright Horizons Family Solutions LLC, Bright Horizons Modern Family Index 2016, https://solutionsatwork.brighthorizons.com/~/media/44bd63e27e0a81051719399853


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Being a new mom is a juggling act. But having Nursery® water available at home makes life a little easier. Perfect to mix with formula or cereal, to dilute juice or as drinking water,* Nursery water is steam distilled to remove impurities and specifically formulated for babies and toddlers.

Do your co-worker moms a favor: Tell them about Nursery water – available for convenient home delivery from DS Services® or for purchase in retail stores.

*Nursery® water. Available for Home Delivery.

*Consult your pediatrician regarding when and what amount of water your baby should drink. Consult your physician or dental professional if using another fluoridated product. ©2018 DS Services of America, Inc.
ORDER.
ENJOY.
IT’S THAT EASY.

EARTH’S FINEST WATER® DELIVERED TO YOUR DOOR.

FIJI Water’s story begins as rain falling on the tropical islands of Fiji and filters down through layer after layer of ancient volcanic rock. At the same time, this natural filtration process adds the mineral silica which contributes to FIJI Water’s distinctly soft, smooth taste. FIJI Water is bottled at the source, free from human contact until you unscrew the cap.

Order today and enjoy Earth’s Finest Water.

Call 800-4-WATERS or visit water.com
FIJI® Water

Impress Your Guests

A first impression guides all future client endeavors, and providing your office guests premium bottled water upon arrival establishes a tone of sophistication that can leave a lasting imprint. Water drawn from natural artesian water stands apart for overall quality and taste and continues to be a preferred option for consumers. In a crowded category with lots of competition and too many unknowns, there is one choice for water that is as clear as, well, the water itself.

FIJI® Water, known for its iconic square bottle, stands apart because of its soft mouth feel and unique mineral profile.

Earth’s Finest Water® is drawn from an underground aquifer on the Fijian island of Viti Levu, where it is protected from external impurities. As tropical rainfall slowly filters through the volcanic rock, it gathers natural electrolytes and minerals that give FIJI® Water its distinctively soft, smooth taste. After collecting in the aquifer deep below the Earth’s surface, FIJI® Water is bottled at the source, Untouched By Man until you unscrew the cap.

Talk to your customer care representative about adding FIJI® Water to your next delivery or call 800-4-WATERS.
Offer authentic Italian Espresso in the Workplace

Espresso is Hot!

It’s likely that more than 1/4 of your employees and guests ages 19-49 had an espresso-based beverage yesterday.²

Consumer preferences are driving sales of espresso coffee machines.² And those who are enjoying espresso-based drinks in coffee shops are eager to recreate that experience in other venues as well – in the office, for example.³

One sure way to please your espresso-drinking employees and guests is with the Lavazza BLUE COMPACT Brewer – the perfect compact machine that delivers maximum quality in minimum space.

This state-of-the-art machine guarantees a perfect espresso with just one touch. Thanks to the automatic ejection system, you don’t have to think about removing the capsules after use. Its sensors and electronic control let you know when the water is finished and when the capsule collection drawer is full, and its automatic stand-by function saves energy.

Your employees and guests can choose the type of espresso they like best from three delicious brews: Lavazza Dolce 100% Arabica coffee, Lavazza Intenso or Lavazza Caffè Crema Dolce. DS Services® will deliver these delicious coffee capsules with your machine, along with supplies like cups, stir sticks, sugar, sweeteners and creamers.

If you’re interested in offering your employees and guests coffeehouse-quality espresso, contact your DS Services sales representative and ask about trying the Lavazza BLUE COMPACT Brewer.

It’s fantastico!

3 Ibid., page 34.

Lavazza is a registered trademark of a third party.
We bring the coffeehouse to your office.

Delight your employees and guests with Javarama® Specialty Coffee.

Coffee’s a great perk for employees – as long as it’s from high-quality coffee beans and delicious. You get that with Javarama® K-Cup® pods, plus the convenience of a single-serve coffee.

Get Javarama® K-Cup® Pod Coffee, Only from DS Services®
Add Javarama® K-Cup® pods to your current order or sign up today for DS Services® beverage delivery.

Current Customers  New Customers  Visit
Call 800-962-7006  Call 855-240-0677  water.com | coffeeservice.com
ORGANIC LOOSE LEAF TEAS FOR YOUR OFFICE

HOW IT WORKS
★ The TEAJA Experience Kit has all that you need to get started: wooden rack, 8 sample bags of tea, 8 refillable canisters, tea filters and spoon
★ Grab a filter, fill it with your favorite tea, steep and enjoy!
★ When running low on a tea, simply order a 0.5 lb bag for easy refill

TEAJA EXPERIENCE
- Ethically sourced directly from organic tea gardens in 27 countries
- Grown without the use of chemical fertilizers and toxic pesticides
- Non-GMO, gluten free, allergen free, dairy free, vegan and certified Kosher

Contact your local account executive or visit CanadianSprings.com or LabradorSource.com

Teaja is only available in Canada.
In any active work environment...

...there are two critical components of success: worker productivity and worker safety. When you provide what is vital to generate optimal output, you can help increase performance and promote the overall well-being of the team. Proper hydration is essential to achieving this balance, and Sqwincher® products deliver rehydration in the toughest of work conditions.

Every second you’re on the job, you’re losing the important fluids and nutrients that keep your body operating at full capacity. Hydration is your body’s ability to manage this loss and return to its prime working condition. When you’re hydrated, the fluid level in your body is exactly where it should be, in balance. When you’re dehydrated, your fluid level is off, out of balance. Hydrating in hot and cold conditions is critical to maintaining balance for performing well at work.

DS Services® is proud to offer hydration by Sqwincher®

Sqwincher® has been the leading producer of branded electrolyte replacement products in the industrial sector for over 40 years. Available in a variety of great-tasting flavors, Sqwincher® is low in sodium and contains a great source of potassium. Sqwincher® features the largest packaging portfolio offered in the industry, with Sqwincher Sqweeze® Pops, Sqwincher Qwik Stik® packets and ready-to-drink single-serve bottles, providing ideal options for all conditions and any workplace setting.

Hydration is serious business. Sqwincher® is serious about hydration.

Contact your sales representative to deliver rehydration when it is needed most.
For emergency preparedness, FEMA suggests you store a gallon of water per person per day for at least 3 days for drinking and sanitation. 

**HEALTHIER COCKTAILS**

Using soda water or sparkling water instead of sugary mixers makes a delicious (and fizzy) cocktail without the extra calories.

**WEATHER READY**

For emergency preparedness, FEMA suggests you store a gallon of water per person per day for at least 3 days for drinking and sanitation.

**CHOOSE H2O**

What happens when you replace one soda a day with bottled water?

Swap just one drink per day. Choose water instead of soda and Americans save 3.9 billion calories. Each day!

---

**WATER**


**WATER FACTS**

- Of all the world’s water is fresh; however, 2.5% of that is frozen – not accessible for consumption.

- 60% of the world’s fresh water can be found in 10 (of 195) countries

---

**TEA**

1. Webinar presentation: 2017 Bottled Water Trends Webinar
Global consumption of hot beverages like coffee and tea continues to be the most popular beverage selections for more and more of the population.¹

Pound for pound, tea leaves contain more caffeine than coffee; however, fewer leaves are required to make a cup of tea than beans to brew a cup of coffee, so there's still more caffeine in a classic cup o' joe.²

Keep mosquitoes away naturally by applying the scent of tea using damp tea leaves.⁵

The East has been drinking tea for almost 5,000 years.³

The West has been drinking tea for just 400 years.³

WAKE UP AND SMELL THE COFFEE
The distinct aroma of coffee is the second most recognized smell in America.¹

BRAZIL has been the coffee industry leader for more than 150 years.²

MORE FLAVORS THAN WINE
with some sources identifying 1,500 aromatic characteristics of coffee compared to the 200 found in wine.⁴

Each coffee plant produces 1-2 pounds of coffee each growing season and can live up to 200 years.³

200 YEARS

CHAMELEON BEANS
Coffee beans not only vary in color, but they also change color! They start green, and then turn yellow, orange or red as they ripen.⁴

BANNED BY THE KING
In the 17th century, King Charles II banned coffee in attempts to quiet an ongoing revolution.¹

EAST VS. WEST

The East has been drinking tea for almost 5,000 years.

The West has been drinking tea for just 400 years.

SLURP IT
Judges and professional tasters of both coffee and tea slurp their tastings so they can use their entire palate to identify different flavors.³
Nestlé Professional Beverages introduces CARNATION Half & Half Liquid Creamer Singles—real dairy with the rich flavor your customers expect. There’s no refrigeration needed, because our single-serve tubs have an ambient shelf-life of up to 6 months! It’s half & half you can be proud to offer, with the Carnation® heritage consumers know and love.

water.com | coffeeservice.com
855-240-0677

20086001 (Carnation half and half liquid singles 360 CT)
20086002 (Carnation half and half liquid singles 180 CT)
KEURIG®

Ranks the Highest Amongst Brewer Systems

Keurig® consistently outperforms competitors on quality and ease-of-use.


To order, please contact your DS Services® Sales Representative

Current Customers: 800-962-7006 | New Customers: 855-240-0677
water.com | coffeeservice.com
Many employees feel strongly about supporting sustainable practices at home and at work. That’s why DS Services® offers delivery of a variety of delicious teas that are grown, packaged and distributed with sustainability in mind.

By offering these teas to your employees and guests, you’re not only showing support of their environmental and social interests, you’re also promoting your company’s own sustainability awareness with every cup of tea enjoyed on your premises.

At DS Services, we are proud to partner with some of the most innovative and forward-thinking tea companies in the world – manufacturers committed to creating a sustainable industry “from crop to cup,” not only for the good of the environment but also for the good of tea farmers and trading partners, promoting sustainable success for the entire supply chain in the future.

Here’s a peek at some of the sustainability work in which our tea partners are engaged:

**S&D COFFEE & TEA**

<table>
<thead>
<tr>
<th>Increased sustainably sourced tea by</th>
<th>Reduced electricity consumed by</th>
<th>Reduced waste to landfill by</th>
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<tbody>
<tr>
<td>28%’</td>
<td>4.6%’</td>
<td>16.3%’</td>
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</table>

Through their sustainable sourcing platform, the company buys from tea farms that comply with Good Agricultural Practices (GAP), which ensures fair wages, health and safety for farm workers.²

S&D Coffee & Tea is also a member of the *Tea 2030 initiative*, which brings together leading organizations to help create a sustainable future for tea. The company recently sponsored a workshop in Argentina to promote discussion of best practices and risks impacting the tea industry in the Misiones province, a vital region for tea production.

Additionally, in 2017, S&D started a technical assistance project with farming communities in its supply chain in Misiones. This initiative leverages the expertise of several partners, including Conservation International, Solidaridad and the Rainforest Alliance. S&D is also partnering with the Committee on Sustainability Assessment (COSA) to monitor progress in tea farming and help improve traceability for better risk management.
Bigelow® Tea's suppliers in Sri Lanka, India and China have been following sustainable farming practices for 30+ years. They are focused on reducing environmental impacts during production and distribution, to providing fair working conditions and opportunities, and to supporting fair trade.

Bigelow® Tea and Mars Drinks are registered trademarks of third parties.

### BIGELOW® TEA

Reflecting its serious commitment to the environment, our partner Bigelow® Tea launched its *SustainabiliTea* program to focus on energy conservation, waste reduction, land preservation and protection, and supplier relationships. These efforts have resulted in the company:

<table>
<thead>
<tr>
<th>Saving</th>
<th>Achieving</th>
<th>Protecting</th>
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<tbody>
<tr>
<td><strong>6.4 MILLION</strong> kWh of electricity over 10 years&lt;sup&gt;3&lt;/sup&gt;</td>
<td><strong>ZERO WASTE TO LANDFILL</strong> status at all of its facilities&lt;sup&gt;2&lt;/sup&gt;</td>
<td><strong>347 acres of open space and farmland from development</strong>&lt;sup&gt;2&lt;/sup&gt;</td>
</tr>
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</table>

### MARS DRINKS

Mars Drinks’ aim is to become the “most sustainable workplace drinks solution.” Via its *Recycle Your Freshpack* program, the company has achieved a 312% increase in recycling activity, diverting Freshpacks from landfill. Used Freshpacks are collected and recycled, with the spent tea leaves composted into natural garden fertilizer. The company’s goal is to reduce the carbon footprint of the Freshpack by 25% over the next five years.<sup>4</sup>

In addition, all of Mars Drinks’ black teas are sourced from third-party certified farms, and its factories send zero waste to landfill.<sup>5</sup>

### Over the last 10 years, the company has:

<table>
<thead>
<tr>
<th>Invested in renewable electricity by</th>
<th>Reduced greenhouse gas emissions by</th>
<th>Reduced fossil fuel energy and water use on factory sites</th>
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<tr>
<td><strong>65%</strong>&lt;sup&gt;5&lt;/sup&gt;</td>
<td><strong>70%</strong>&lt;sup&gt;5&lt;/sup&gt;</td>
<td><strong>63%</strong>&lt;sup&gt;5&lt;/sup&gt;</td>
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</table>

When you’re looking for teas that can help you reach your own sustainability goals, look to DS Services®. We’ll deliver a tea selection you, your employees and guests can feel good about.

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<sup>1</sup> “2016 Sustainability and Corporate Social Responsibility Report,” S&D Coffee & Tea


Bigelow® Tea and Mars Drinks are registered trademarks of third parties.
Something new is brewing at Mars Drinks. Introducing two of the most popular blends from TAZO® tea: awake™ english breakfast and zen™.

Try TAZO® and Mars Drinks in Your Workplace Today!

WATER.COM | COFFEESERVICE.COM
CURRENT CUSTOMERS: 800-962-7006
NEW CUSTOMERS: 855-240-0677

*™ TRADemarks © MARS, INCORPORATED AND ITS AFFILIATES 2017
Sipping High Tea with the Queen

You’ve been invited to have tea with a very important colleague, public figure or businessperson.

Make sure you bring your best tea etiquette to the table by studying these common High Tea violations and guidelines carefully.

Pinky free!
NEVER wrap your pinky around the handle (this is the most obvious sign you’re not a frequent High Tea drinker).

Be one with the saucer.
NEVER lift the saucer off the table unless you are drinking your tea while standing.

The teaspoon is NEVER to be left meandering in your teacup.
Stir, and remove promptly.

NEVER use lemon wedges.
Lemon slices only! And if you must use a wedge, squeeze it into your tea and then discard the rind.

Now You’re Ready for High Tea with the Queen!
Or your boss, or that other important person you’re hoping to impress.

“5 No-No’s When Drinking English Tea,” Marcus’s Tea Blog, Golden Moon Tea

Cheers!
(oh, and NEVER say Cheers when partaking in High Tea)
Employees Love Coffee

Good coffee is directly linked to employee satisfaction and productivity.

However, among those with coffee available in the workplace, only 46% are very satisfied with the coffee.

(National Coffee Association 2016)

The Office Solution

S&D, the #1 trusted supplier for coffee and tea in food service, is joining forces with DS Services. This partnership will make the same great cup of coffee even better while expanding the office portfolio of quality coffee to include exciting new premium blends.

www.water.com
800-4-WATERS
COFFEE-MATE® has it all; loyalty, preference and selling power. That’s why it is the most used brand in and out-of-home. Customers are looking for COFFEE-MATE, in fact 61% of consumers would choose a location that offers COFFEE-MATE over one that doesn’t.

<table>
<thead>
<tr>
<th>Flavor</th>
<th>Pack Size</th>
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<tr>
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<td>20022003</td>
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<tr>
<td>FRENCH VANILLA</td>
<td>180 ct/.375 oz</td>
<td>20022006</td>
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<tr>
<td>HAZELNUT</td>
<td>180 ct/.375 oz</td>
<td>20022009</td>
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<td>IRISH CRÈME</td>
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<td>ITALIAN SWEET CRÈME</td>
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<td>FRENCH VANILLA</td>
<td>1.5L</td>
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<tr>
<td>ORIGINAL</td>
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</tr>
<tr>
<td>FRENCH VANILLA</td>
<td>1.5 Gallon</td>
<td>20022023</td>
</tr>
</tbody>
</table>
Rely on us to work with you on delivering a distinctive, brewed-beverage program that is:

- Reliable in delivering service and expertise you can count on
- Tailored to your business goals and operating dynamics
- Flexible and Responsive in addressing changing needs and new opportunities

Your Trusted Partner for Brewed-Beverage Success

Contact Us to Learn More or Initiate a Pilot Test for Your Business!

water.com | coffeeservice.com | 800-460-7939